



TRACY ALTEMUS, CCIM
Executive Vice President
Healthcare Brokerage Services

BACKGROUND

A former medical practice consultant, Tracy has been involved in the leasing, sales and development of healthcare facilities with Ensemble Real Estate Solutions since 1987. Tracy prefers a diagnostic approach, using her business management and analytical skills to assist clients with demographic, market, investment and comparative lease analysis studies.

Tracy has been involved in over 1 million square feet of healthcare and commercial property transactions. Her resume includes an extensive range of lease, development and sales transactions. Tracy's \$21,150,000 sale of Paradise Valley Medical Plaza in November 2006– at \$417.20 per square foot – was for many years the highest per square foot price ever achieved for a medical office investment in the state of Arizona.

ROLES & RESPONSIBILITIES

As Executive Vice President, Healthcare Brokerage Services, Tracy represents various landlords/sellers and tenants/buyers to meet their real estate needs. She is also on Ensemble's Senior Management Team overseeing all facets of the company's business including, in addition to brokerage, development, property management and construction management services that the company provides its clients.

AFTER HOURS

Tracy is an avid traveler and is an active participant in numerous real estate and community organizations.

ACCOMPLISHMENTS

Bachelor of Arts
University of Arizona Tucson, Arizona
Masters of International Management
Thunderbird - The American Graduate
School of International Management
Glendale, Arizona

2017 JW Levine Leadership Training Certification

PROFESSIONAL AWARDS

BOMA - Building Owners and Managers
Association - International Office Building of
the Year Award - 1992, 1993, 1994, 2000

PROFESSIONAL AFFILIATIONS

CCIM - Certified Commercial Investment Member
2017 AZ CCIM Board Vice President

COMMUNITY INVOLVEMENT

Greater Phoenix Economic Council -
Ambassador 2012

Ensemble DevMan of Arizona Community -
Artist Print Program

Arizona Commercial Real Estate Women -
Former Board Member

CREW Foundation -
Former National Delegate

Central Arizona Make-A-Wish Foundation -
Former Board Member



MARINA HAMMERSMITH, CCIM
Senior Vice President
Healthcare Brokerage Services

BACKGROUND

Marina Hammersmith has over 20 years of hands-on experience in healthcare asset management, property management and leasing. Her early experience included complete asset management and leasing responsibilities at a physician-owned hospital campus building where she reported directly to its physician owners. During her 16 years at Ensemble Real Estate Solutions, Marina has developed a widely known expertise as an owner/landlord representative at numerous hospital campus and off campus locations throughout the valley.

ROLES & RESPONSIBILITIES

Marina is recognized for a patient, flexible approach to landlord and tenant representation within the healthcare real estate sector. She has spent her entire adult life working in real estate providing property and asset management services as well as tenant improvement project management. She's been actively involved in several ground-up development projects. Her strong diversity provides a depth of understanding that has proven invaluable in assisting clients through the nuances of real estate transactions. During her tenure at Ensemble, she has successfully negotiated thousands of transactions ranging from land and multi-tenanted MOB purchases and sales to all specialties of healthcare leases.

ACCOMPLISHMENTS

Portland Community College
Portland, Oregon

Featured as a top local broker in
AZRE's People to Know

PROFESSIONAL INVOLVEMENT

CCIM - Certified Commercial Investment
Member
2018 AZ CCIM Board Member Elect
Licensed Real Estate Salesperson
State of Arizona
NAIOP Member

COMMUNITY INVOLVEMENT

American Cancer Society
Outstanding Volunteer Award
Susan G. Komen Foundation
Volunteer
West Valley National Bank
Medical Advisory Board Member

AFTER HOURS

Marina enjoys outdoor activities such as hiking and playing with her two young boys. She has been skydiving and scuba diving and is most happy behind the lens of a camera.